

Government 83.28
Persuasion and the Policy Process
Fall 2022
Version: September 1, 2022

Professor:
Jennifer Jerit
Office: 112 Silsby Hall
Email: jennifer.l.jerit@dartmouth.edu
Phone: 646-2339

Class: Tuesday & Thursday 10:10 am–12: 00 pm
X-period Friday 3:30–4:30 pm

Office Hours: <https://calendly.com/jerit>

This class examines how people form policy preferences and the process by which those preferences do—or do not—get translated into public policies in the United States. The course will examine three aspects of this process: elite rhetorical strategy, the media routines that generate coverage of policy debates, and mass opinion. We will assess the way political elites, the media mass, and ordinary people interact to create policies that can be either intelligent or pathological. GOV 3 is a prerequisite for this class. It also is desirable to have already taken GOV 10 since we will be reading books and articles that contain statistical evidence.

Learning Objectives

This course seeks to develop your skills in several areas:

You will learn how to think critically about the formation of public policy through the perspective of three different, but crucial, players in that process: citizens, political elites, and the mass media.

You will develop your ability to read and analyze academic research through regular exposure to peer-reviewed research in political science, communications, and psychology.

You will hone your writing skills, which entails everything from improving prose and grammar to the sound construction of an original argument.

You will learn how to conduct original research, which involves formulating a theoretical argument, hypotheses, and analytical strategy, and then executing an empirical analysis.